

August 2018

Area Delimited by County Of Cherokee

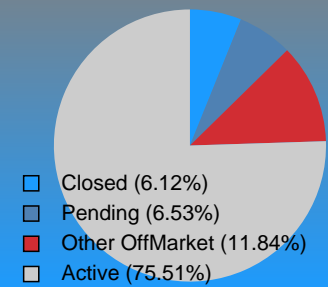


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	54	60	11.11%
Pending Listings	63	64	1.59%
New Listings	179	197	10.06%
Average List Price	125,299	147,648	17.84%
Average Sale Price	122,205	141,404	15.71%
Average Percent of List Price to Selling Price	95.31%	94.45%	-0.90%
Average Days on Market to Sale	48.50	52.80	8.87%
End of Month Inventory	715	740	3.50%
Months Supply of Inventory	13.91	14.07	1.20%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of August 31, 2018 = **740**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2018 rose **3.50%** to 740 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **14.07** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **15.71%** in August 2018 to \$141,404 versus the previous year at \$122,205.

Average Days on Market Lengthens

The average number of **52.80** days that homes spent on the market before selling increased by 4.30 days or **8.87%** in August 2018 compared to last year's same month at **48.50** DOM.

Sales Success for August 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 197 New Listings in August 2018, up **10.06%** from last year at 179. Furthermore, there were 60 Closed Listings this month versus last year at 54, a **11.11%** increase.

Closed versus Listed trends yielded a **30.5%** ratio, up from previous year's, August 2017, at **30.2%**, a **0.96%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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Visit www.tulsarealtors.com to find a REALTOR® today.

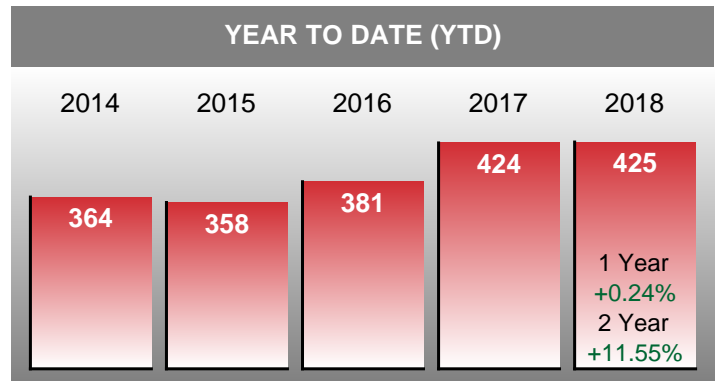
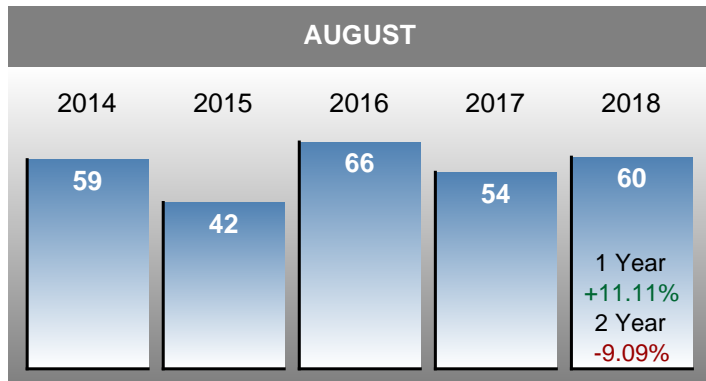
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CLOSED LISTINGS

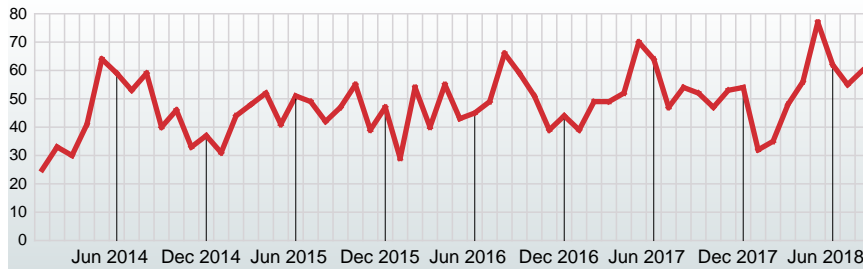
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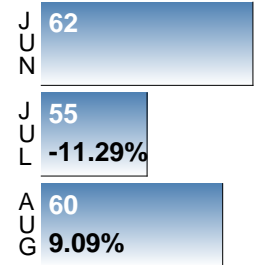
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 56

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **60**,
above the 5 yr AUG
average of **56**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.67%	37.0	1	0	0	0
\$10,001 - \$50,000	12	20.00%	28.3	9	3	0	0
\$50,001 - \$80,000	7	11.67%	37.7	5	2	0	0
\$80,001 - \$150,000	17	28.33%	56.9	3	11	2	1
\$150,001 - \$200,000	9	15.00%	59.7	0	5	4	0
\$200,001 - \$290,000	8	13.33%	69.3	0	7	1	0
\$290,001 and up	6	10.00%	78.2	1	1	3	1
Total Closed Units	60			19	29	10	2
Total Closed Volume	8,484,249	100%	52.8	1.24M	4.50M	2.29M	449.90K
Average Closed Price	\$141,404			\$65,459	\$155,128	\$229,192	\$224,950

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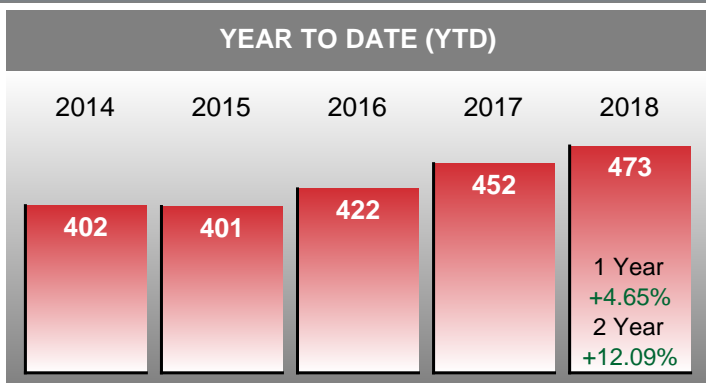
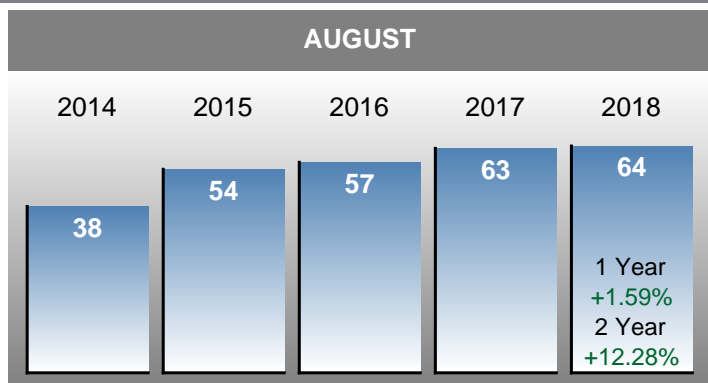
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PENDING LISTINGS

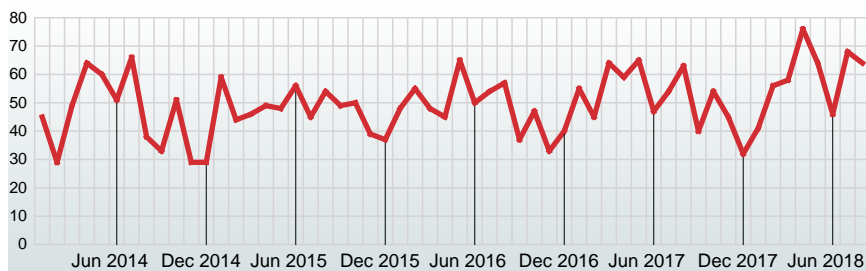
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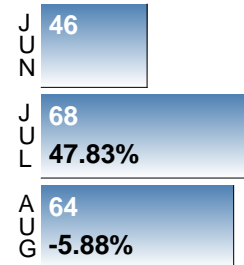
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 55

3 MONTHS



High
Apr 2018 = 76
Low
Dec 2014 = 29
Pending Listings
this month at **64**,
above the 5 yr AUG
average of **55**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.38%	25.0	4	2	0	0
\$30,001 - \$50,000	7	10.94%	56.6	5	2	0	0
\$50,001 - \$80,000	8	12.50%	27.0	8	0	0	0
\$80,001 - \$160,000	19	29.69%	40.4	8	7	3	1
\$160,001 - \$220,000	8	12.50%	49.5	2	4	2	0
\$220,001 - \$260,000	9	14.06%	50.1	2	5	2	0
\$260,001 and up	7	10.94%	83.9	4	2	1	0
Total Pending Units	64			33	22	8	1
Total Pending Volume	9,293,647	100%	44.5	4.24M	3.41M	1.51M	128.00K
Average Listing Price	\$134,673			\$128,526	\$155,132	\$188,925	\$128,000

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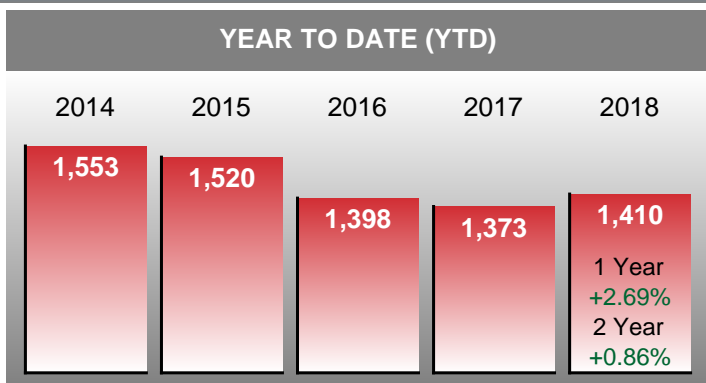
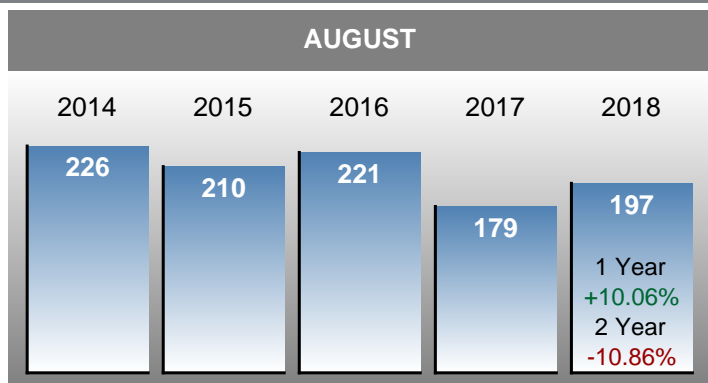
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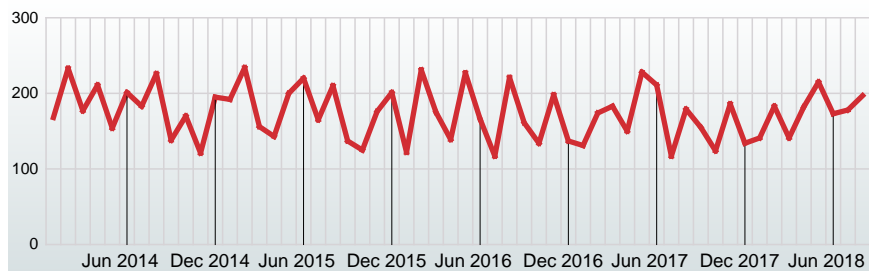
NEW LISTINGS

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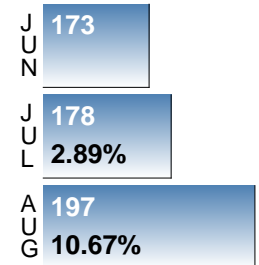


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 207 3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **197**,
below the 5 yr AUG
average of **207**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.51%	1	0	0	0
\$10,001 - \$20,000	44	22.34%	43	1	0	0
\$20,001 - \$40,000	20	10.15%	20	0	0	0
\$40,001 - \$100,000	58	29.44%	41	16	1	0
\$100,001 - \$150,000	26	13.20%	7	14	5	0
\$150,001 - \$270,000	26	13.20%	7	10	7	2
\$270,001 and up	22	11.17%	7	9	4	2
Total New Listed Units	197		126	50	17	4
Total New Listed Volume	23,604,539	100%	9.93M	8.70M	3.57M	1.40M
Average New Listed Listing Price	\$87,633		\$78,839	\$174,000	\$209,776	\$351,175

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August 2018

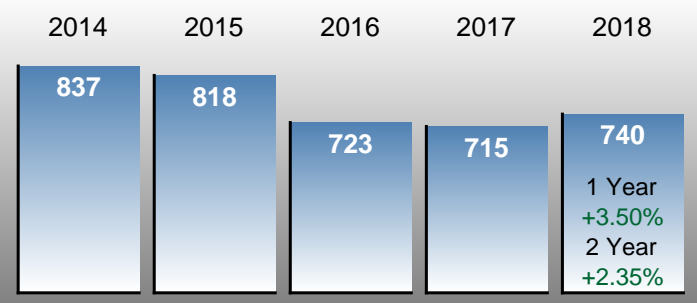
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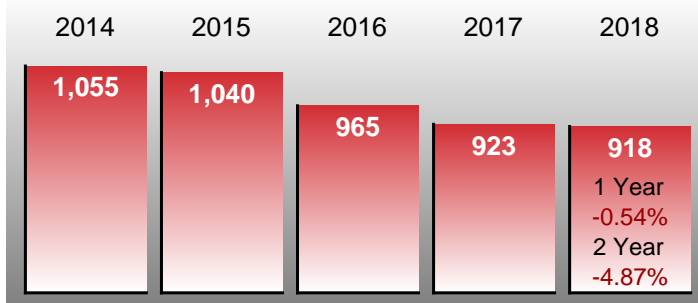
ACTIVE INVENTORY

Report produced on Sep 12, 2018 for MLS Technology Inc.

END OF AUGUST



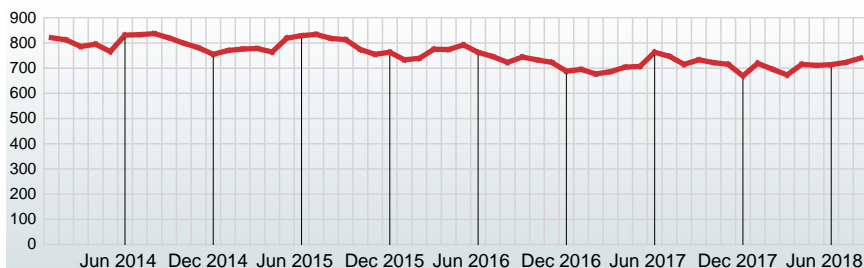
ACTIVE DURING AUGUST



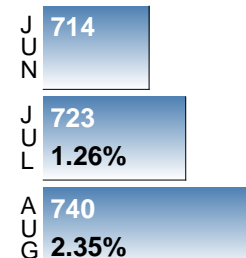
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 767

3 MONTHS



High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **740**,
below the 5 yr AUG
average of **767**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	18	2.43%	102.1	18	0	0	0
\$10,001 - \$20,000	141	19.05%	72.6	141	0	0	0
\$20,001 - \$40,000	88	11.89%	75.3	79	9	0	0
\$40,001 - \$90,000	199	26.89%	86.8	159	33	6	1
\$90,001 - \$170,000	122	16.49%	79.8	53	54	14	1
\$170,001 - \$300,000	99	13.38%	78.9	23	41	28	7
\$300,001 and up	73	9.86%	100.6	30	17	19	7
Total Active Inventory by Units	740			503	154	67	16
Total Active Inventory by Volume	104,155,529	100%	82.2	46.03M	30.95M	22.34M	4.83M
Average Active Inventory Listing Price	\$140,751			\$91,516	\$200,999	\$333,440	\$301,781

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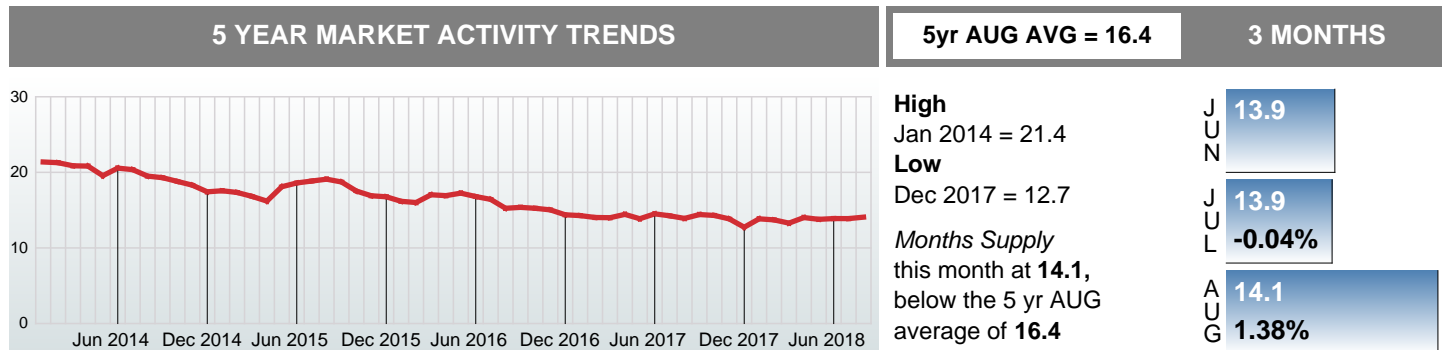
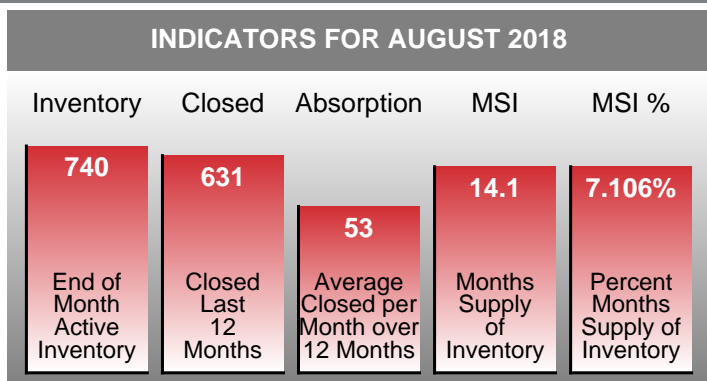
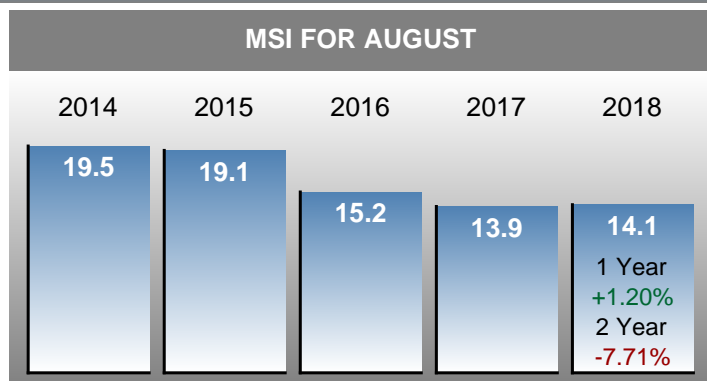
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MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	18	2.43%	10.3	10.3	0.0	0.0	0.0
\$10,001 - \$20,000	141	19.05%	47.0	56.4	0.0	0.0	0.0
\$20,001 - \$40,000	88	11.89%	15.5	19.3	7.7	0.0	0.0
\$40,001 - \$90,000	199	26.89%	15.8	24.2	6.7	6.0	12.0
\$90,001 - \$170,000	122	16.49%	7.1	19.3	4.7	5.3	6.0
\$170,001 - \$300,000	99	13.38%	9.7	34.5	6.7	9.1	16.8
\$300,001 and up	73	9.86%	32.4	72.0	51.0	17.5	16.8
Market Supply of Inventory (MSI)	14.1	100%	14.1	26.8	6.3	8.2	12.8
Total Active Inventory by Units	740			503	154	67	16

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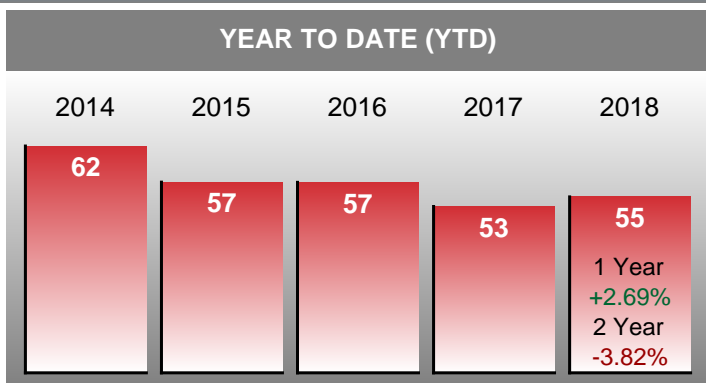
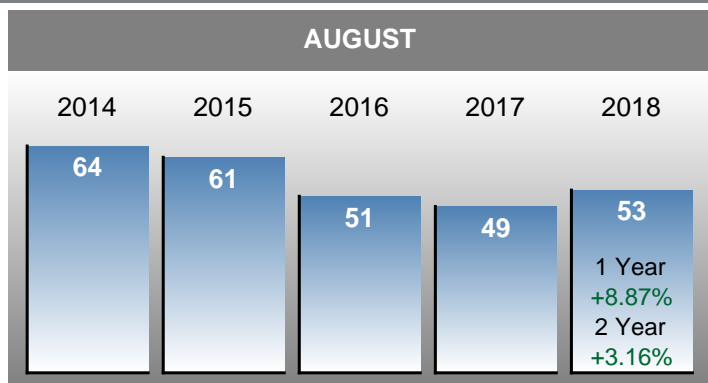
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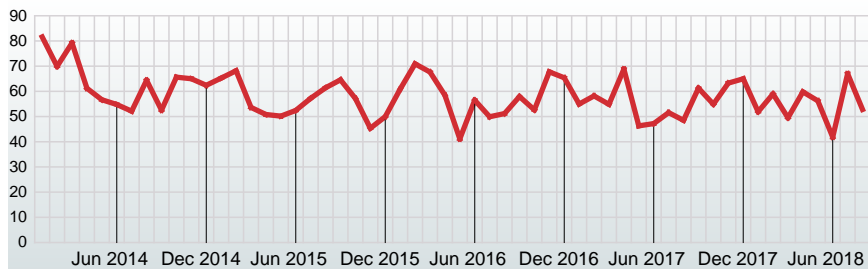
AVERAGE DAYS ON MARKET TO SALE

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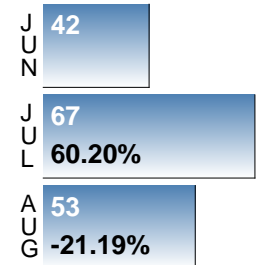


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 56 3 MONTHS



High
Jan 2014 = 82
Low
May 2016 = 41
Average Days on Market
this month at **53**,
below the 5 yr AUG
average of **56**



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.67%	37.0	37.0	0.0	0.0	0.0
\$10,001 \$50,000	12	20.00%	28.3	32.8	15.0	0.0	0.0
\$50,001 \$80,000	7	11.67%	37.7	45.2	19.0	0.0	0.0
\$80,001 \$150,000	17	28.33%	56.9	59.0	67.9	10.0	23.0
\$150,001 \$200,000	9	15.00%	59.7	0.0	53.0	68.0	0.0
\$200,001 \$290,000	8	13.33%	69.3	0.0	56.9	156.0	0.0
\$290,001 and up	6	10.00%	78.2	102.0	88.0	59.7	100.0
Average Closed DOM			52.8	44.1	54.5	62.7	61.5
Total Closed Units		100%	52.8	19	29	10	2
Total Closed Volume			8,484,249	1.24M	4.50M	2.29M	449.90K

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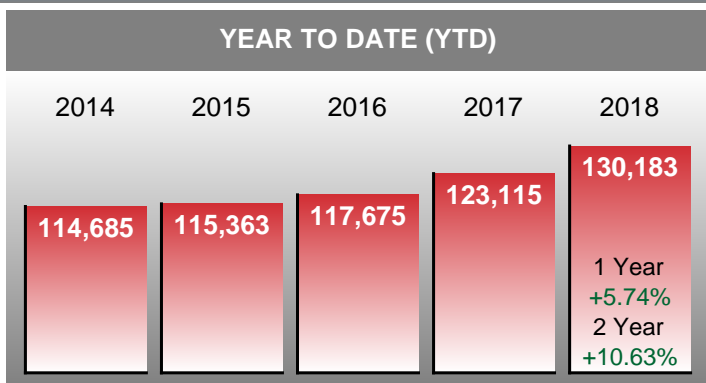
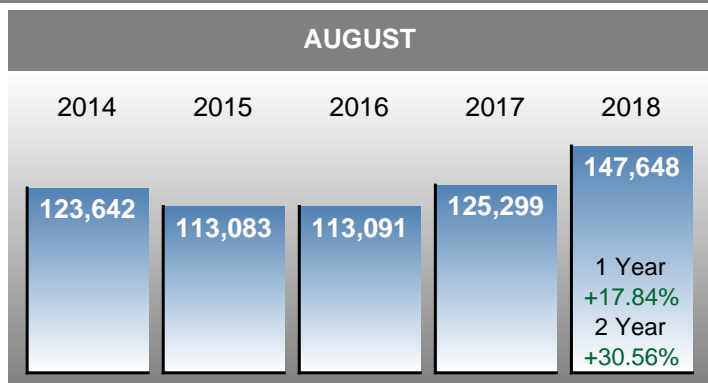
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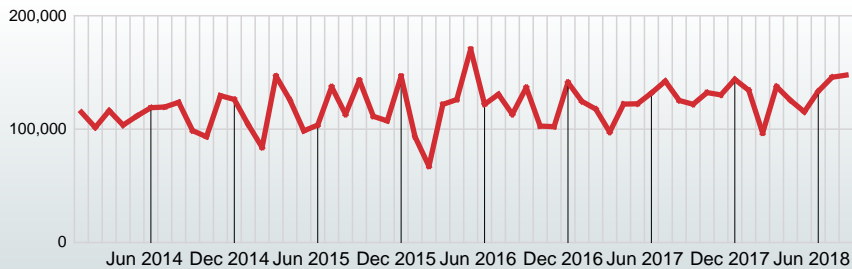
AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 124,553 **3 MONTHS**



High
May 2016 = 170,479
Low
Feb 2016 = 67,320
Average List Price
this month at **147,648**,
above the 5 yr AUG
average of **124,553**

JUN	133,410
JUL	145,790
AUG	147,648
9.28%	
1.27%	

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.67%	7,500	7,500	0	0	0
\$10,001 - \$50,000	10	16.67%	20,100	31,144	16,567	0	0
\$50,001 - \$80,000	9	15.00%	66,533	64,440	73,800	0	0
\$80,001 - \$150,000	16	26.67%	120,238	97,433	122,427	142,400	169,900
\$150,001 - \$200,000	9	15.00%	172,411	0	183,680	175,075	0
\$200,001 - \$290,000	9	15.00%	234,056	0	237,157	209,500	0
\$290,001 and up	6	10.00%	411,600	430,000	549,900	394,933	304,900
Average List Price			147,648	70,121	161,117	237,940	237,400
Total Closed Units	60	100%	147,648	19	29	10	2
Total Closed Volume	8,858,900			1.33M	4.67M	2.38M	474.80K

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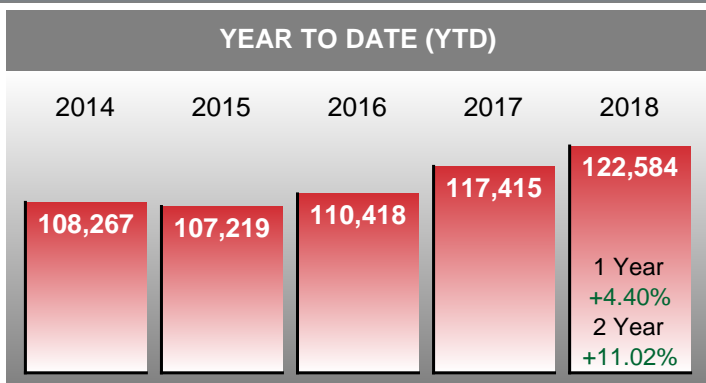
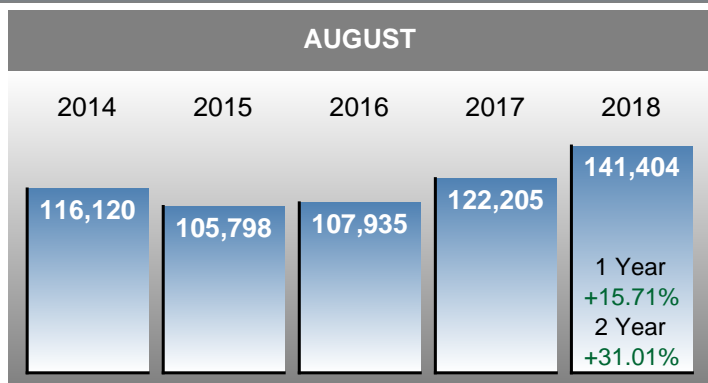
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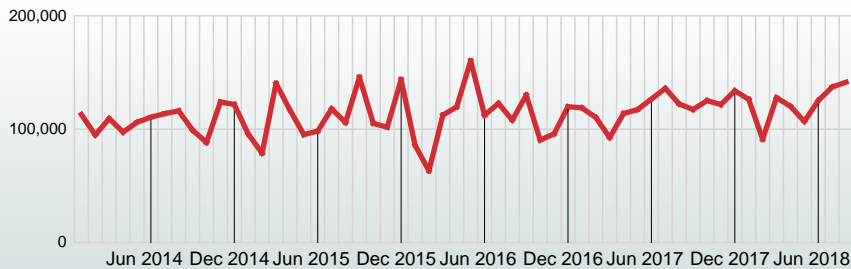
AVERAGE SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 118,692 **3 MONTHS**



High
May 2016 = 160,360
Low
Feb 2016 = 63,298
Average Sold Price
this month at **141,404**,
above the 5 yr AUG
average of **118,692**

JUN	125,099
JUL	137,147
AUG	141,404
9.63%	
3.10%	

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.67%	6,000	6,000	0	0	0
\$10,001 - \$50,000	12	20.00%	22,790	24,720	17,000	0	0
\$50,001 - \$80,000	7	11.67%	63,393	60,400	70,875	0	0
\$80,001 - \$150,000	17	28.33%	119,295	94,417	119,545	139,885	150,000
\$150,001 - \$200,000	9	15.00%	172,472	0	172,800	172,063	0
\$200,001 - \$290,000	8	13.33%	227,619	0	230,993	204,000	0
\$290,001 and up	6	10.00%	393,300	430,000	510,000	373,300	299,900
Average Sold Price			141,404	65,459	155,128	229,192	224,950
Total Closed Units		100%	141,404	19	29	10	2
Total Closed Volume			8,484,249	1.24M	4.50M	2.29M	449.90K

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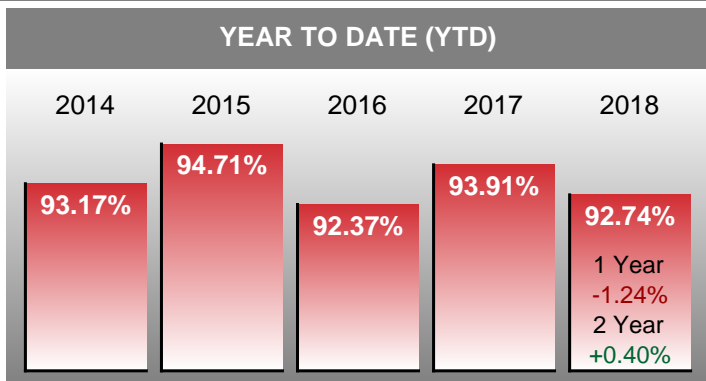
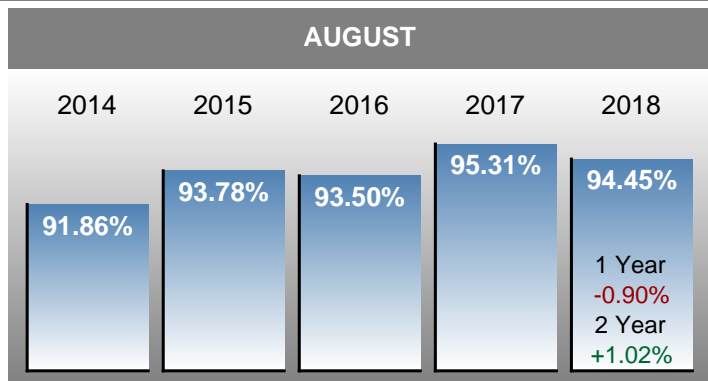
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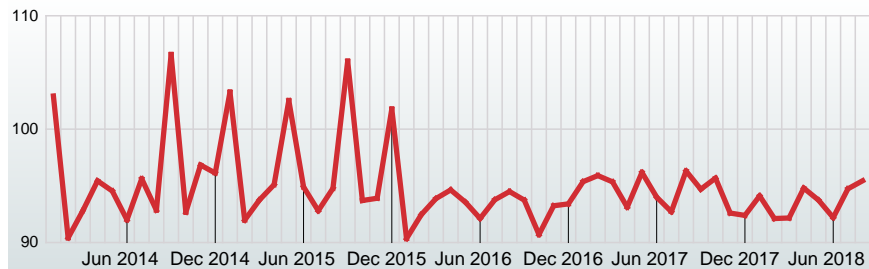
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 93.78% **3 MONTHS**



High
Sep 2014 = 105.58%

Low
Jan 2016 = 89.35%

Average Sold/List Ratio
this month at **94.45%**,
equal to 5 yr AUG
average of **93.78%**

JUN	91.20%
JUL	93.74%
AUG	94.45%
2.78%	0.76%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.67%	80.00%	80.00%	0.00%	0.00%	0.00%
\$10,001 \$50,000	12	20.00%	87.99%	82.64%	104.05%	0.00%	0.00%
\$50,001 \$80,000	7	11.67%	94.42%	93.62%	96.42%	0.00%	0.00%
\$80,001 \$150,000	17	28.33%	96.91%	96.76%	97.50%	98.20%	88.29%
\$150,001 \$200,000	9	15.00%	96.46%	0.00%	95.04%	98.23%	0.00%
\$200,001 \$290,000	8	13.33%	97.52%	0.00%	97.54%	97.37%	0.00%
\$290,001 and up	6	10.00%	95.72%	100.00%	92.74%	94.41%	98.36%
Average Sold/List Ratio			94.40%	88.54%	97.52%	96.99%	93.32%
Total Closed Units	60	100%	94.40%	19	29	10	2
Total Closed Volume	8,484,249			1.24M	4.50M	2.29M	449.90K

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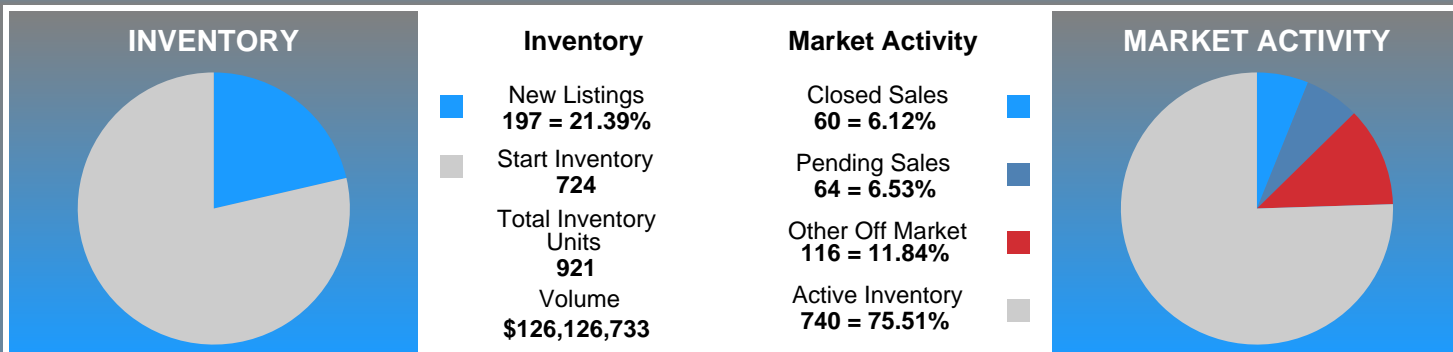
August 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

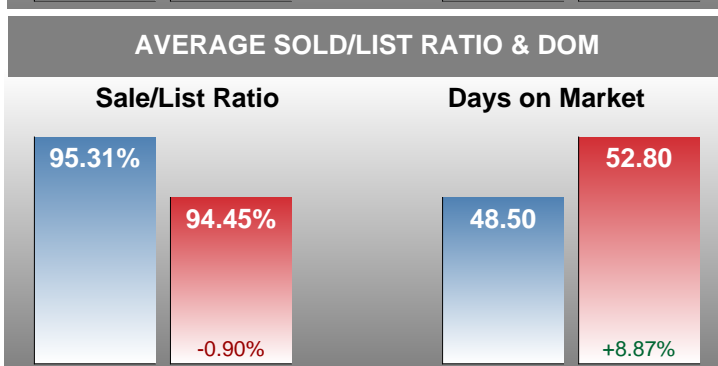
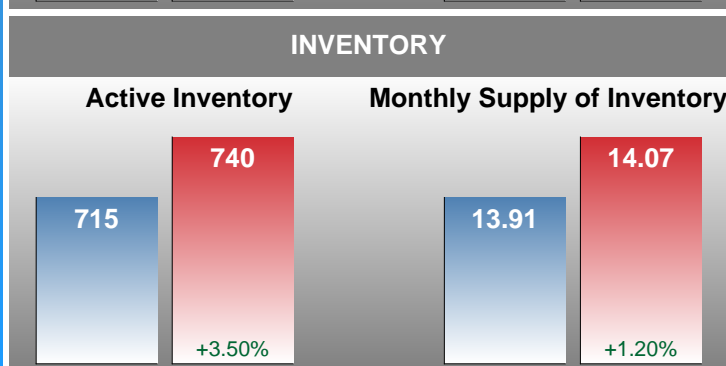
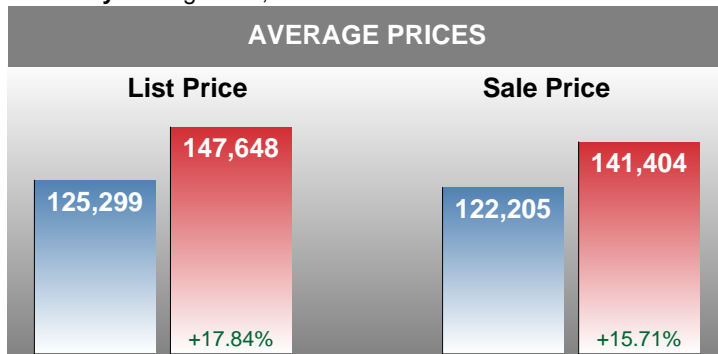
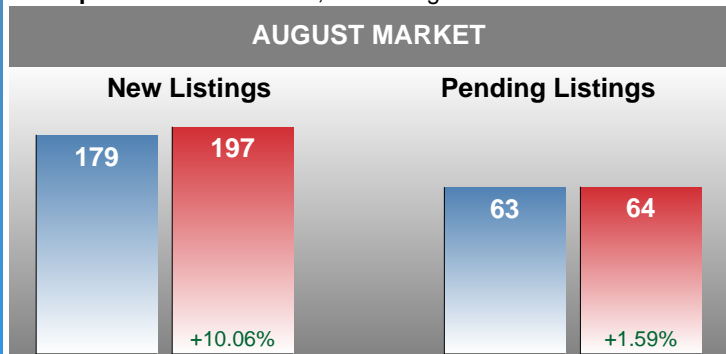


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	54	60	11.11%	424	425	0.24%
Pending Sales	63	64	1.59%	452	473	4.65%
New Listings	179	197	10.06%	1,373	1,410	2.69%
Average List Price	125,299	147,648	17.84%	123,115	130,183	5.74%
Average Sale Price	122,205	141,404	15.71%	117,415	122,584	4.40%
Average Percent of Selling Price to List Price	95.31%	94.45%	-0.90%	93.91%	92.74%	-1.24%
Average Days on Market to Sale	48.50	52.80	8.87%	53.22	54.65	2.69%
Monthly Inventory	715	740	3.50%	715	740	3.50%
Months Supply of Inventory	13.91	14.07	1.20%	13.91	14.07	1.20%

Absorption: Last 12 months, an Average of **53** Sales/Month

Inventory on August 31, 2018 = 740

2017 **2018**



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